



Press & Analysts' Meet February 6, 2014 Mumbai

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- Annual Accounts for FY2012-13 have been approved by the shareholde`*



Thank you for your overwhelming
support in the FPO
and



for helping us to become the 2nd
Fastest Growing Electric Utility in the
world*

() Based on the 3 year CGR for publicly traded energy companies with assets over US\$4.5B
(As per 2013 Platts Top 250 Global Energy Company Rankings)*

Recent Events

POWERGRID Today

Financial Performance

Project Execution

Operations

Diversifications

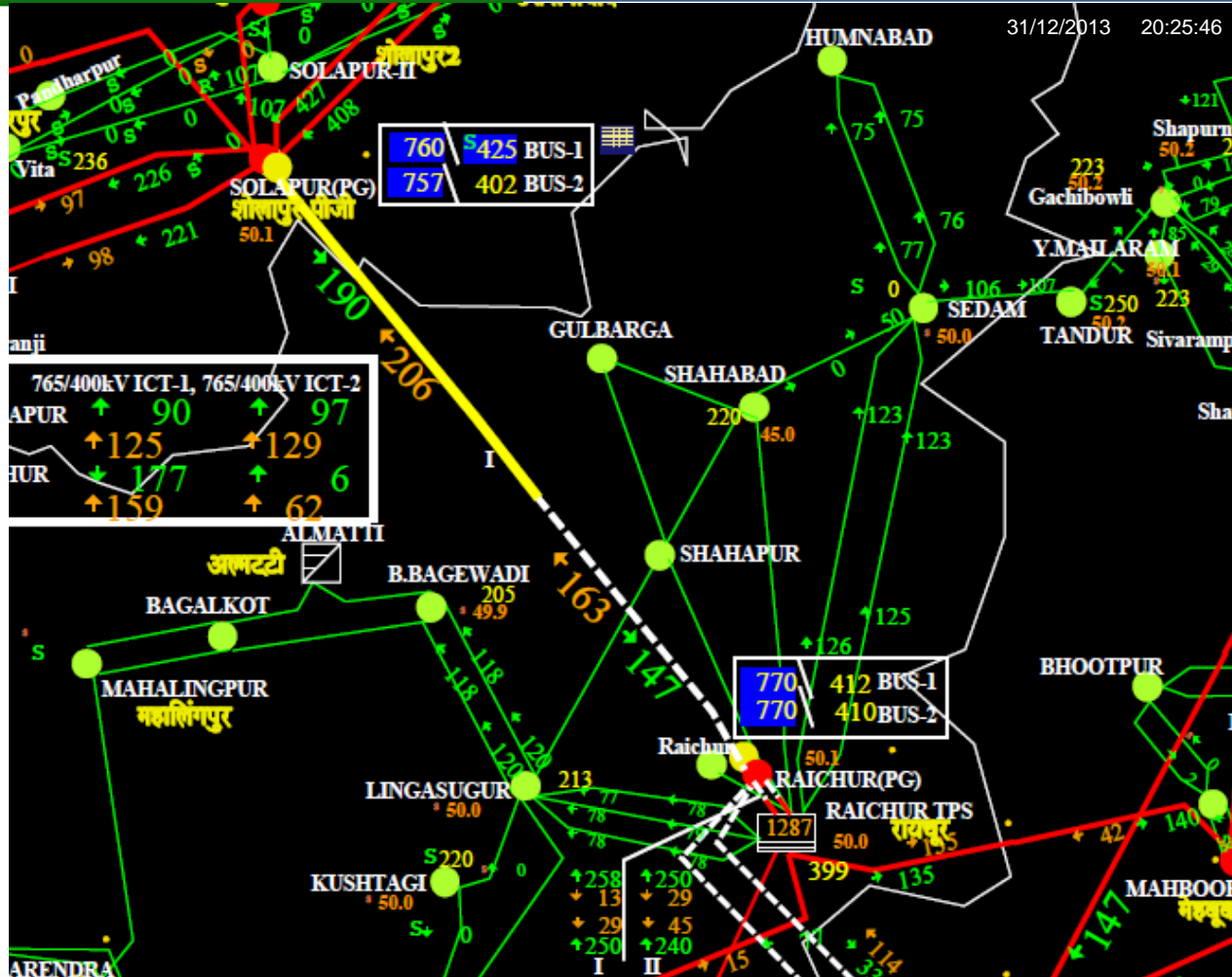
New Initiatives

Investment Programme

Uniting India.....with one frequency

ONE Nation
Grid
Frequency

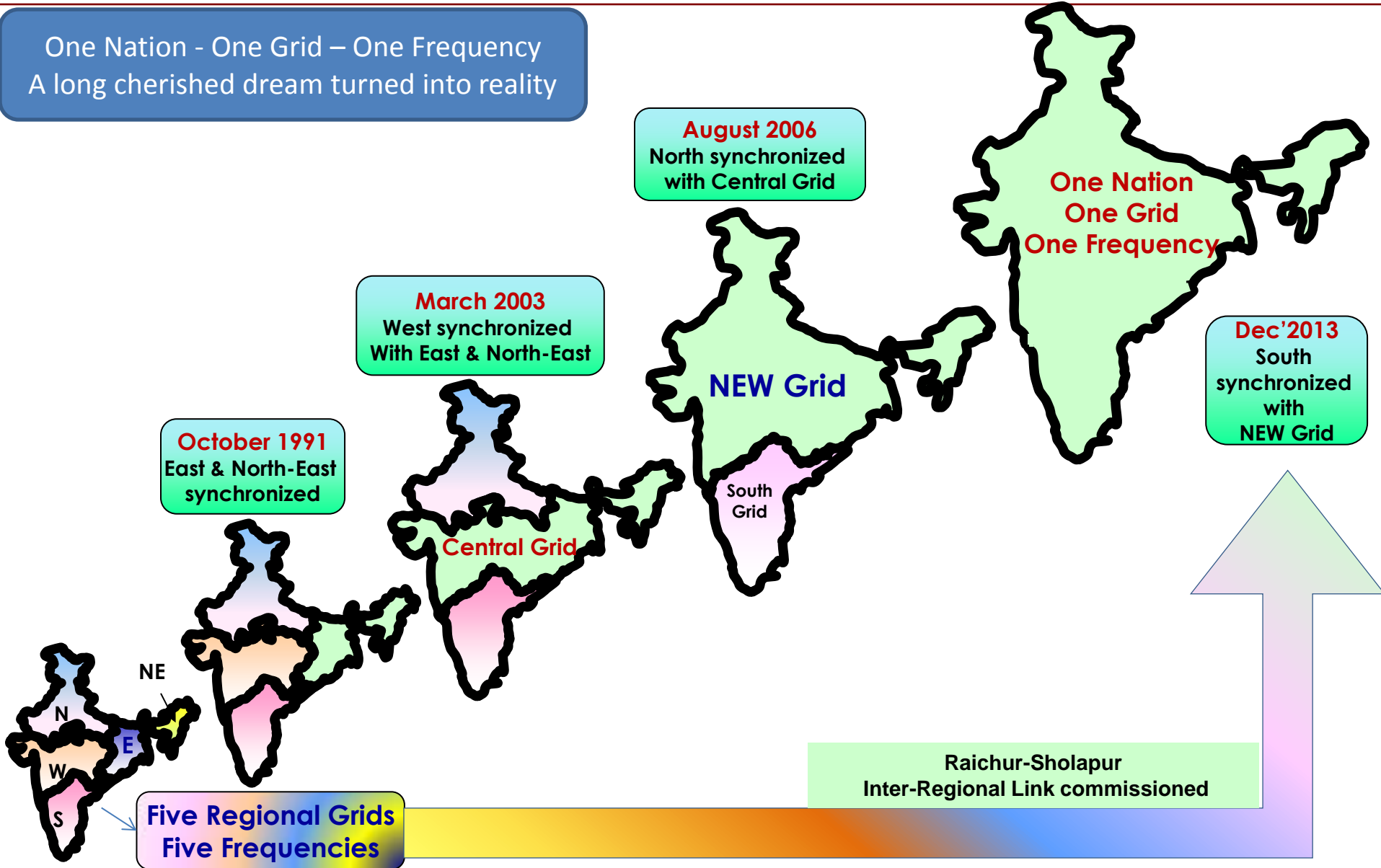
Successful synchronization of NEW Grid
with Southern Grid on 31st Dec, 2013



Frequency at the time of synchronization
 ➤ 50.05 Hz Raichur
 ➤ 50.08 Hz Solapur

National Grid - Evolution

One Nation - One Grid – One Frequency
A long cherished dream turned into reality



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POWERGRID Today – An Overview



A 'NAVRATNA'
ENTERPRISE

CENTRAL
TRANSMISSION
UTILITY

LISTED
COMPANY

PAYING DIVIDEND
SINCE 1993-94

CONSISTENTLY RATED
'EXCELLENT' BY GoI

GOVT.
SHAREHOLDING
57.90%

Vision

*World Class, Integrated, Global Transmission Company With Dominant Leadership in Emerging Power Markets
Ensuring Reliability, Safety and Economy*

Tr. Lines (as on 31-1-2014)

105,086 ckm

Inter-Regional capacity
33,950 MW

S/S & MVA (as on 31-1-2014)

178 Nos.

190,768 MVA

Operating Parameters (Apr13-Jan14)

Availability: 99.91%

Reliability: 0.50 Trippings
per line

CREDIT RATINGS

Domestic

International

• AAA
• Stable
CRISIL

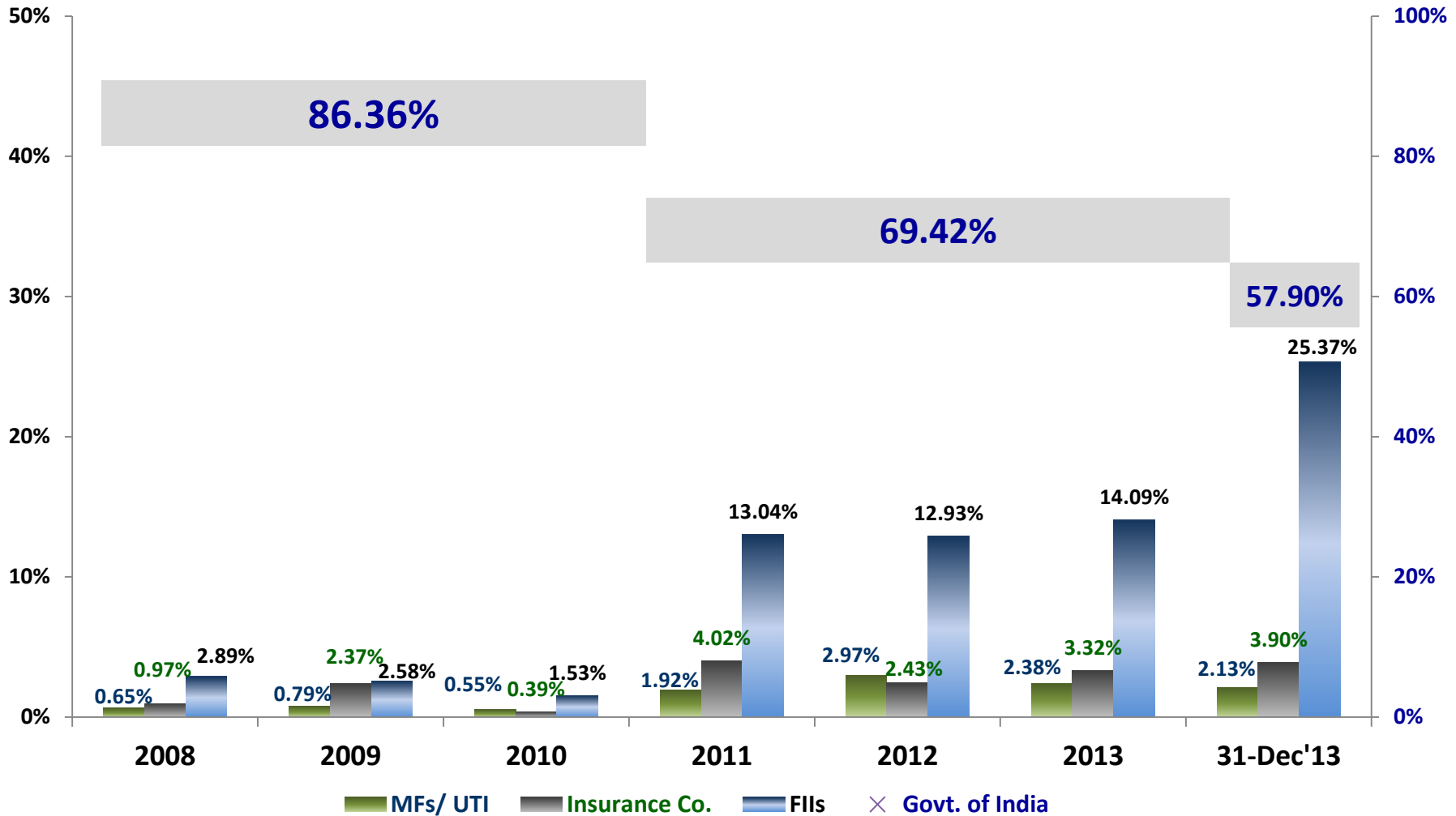
ICRA
• AAA
• Stable

• AAA
CARE

• BBB (-)
• Negative
Outlook
S&P

Fitch
• BBB (-)
• Stable
Outlook

POWERGRID- Shareholding Pattern



8.85 lakh individuals hold nominal share capital upto ₹ 1 lakh (equivalent to 4.35% of total share capital)

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Financial Performance: Q3 FY13-14



(₹ in crore)					
	Quarter ended		Nine months ended		FY 2012-13
	31.12.2013	31.12.2012	31.12.2013	31.12.2012	
Revenue					
- Transmission Charges	3470	3245	10576	9012	12211
- Consultancy Income: Services	63	66	185	194	229
- Consultancy Revenue: Sale of Products	86		272		86
- Telecom	65	58	211	171	232
- Other Income	115	121	294	336	571
Total Income	3799	3490	11538	9713	13329
- Operating Expenses(including prior period adjustment)	580	439	1691	1266	1797
EBITDA-Gross Margin	3219	3051	9847	8447	11532
Depreciation	990	865	2921	2447	3352
Interest	787	685	2349	1860	2535
Tax	400	372	1255	1015	1410
Profit after Tax	1042	1129	3322	3125	4235

Financial Performance: Q3 FY13-14



(₹ in crore)

	As on 31.03.2013	As on 30.06.2013	As on 30.09.2013	As on 31.12.2013
Gross Fixed Assets	80600	83550	87107(@)	90152(@)
Capital Work-in-Progress	40153	42300	47626(#)	51310(#)
Debt	66168	72094	77710	79751
Net Worth	26213	27254	28493	34805
Earning Per Share (₹)	9.15	2.25*	4.92*	7.12*
Book Value per Share (₹)	56.62	58.87	61.54	66.53
Key Financial Ratios				
Debt : Equity	72:28	73:27	73:27	70:30
Return on Net Worth	16.15%	3.82%*	7.83%*	9.54%*

(@) excluding assets worth ₹ 1202 crore capitalised on 1st January, 2014

(#) excluding FERV

* Not Annualized

Billing & Realization – FY14(Upto Dec-13)

Billing

₹ 10405 Crore

Realization

₹ 10344crore

%age realization

99.4%

Avg. Monthly Billing: ₹ 1156 crore => 2mnths (60 days') billing = ₹ 2312 crore

Dues as on 31.01.2014

Balance due but not outstanding (<60 days allowed as per CERC) = ₹ 962 crore

Description	₹ in Crore
Outstanding > 60 days	447 *
Tied-Up payments (receiving in installments)	48
Undisputed Outstanding > 60 days	399

(*) Accumulated mainly on account of Court case against POC mechanism. However, in line with the Interim Order issued by Hon'ble Delhi High Court on 30.07.2013/ Order issued by Supreme Court on 17.12.2013, the constituents are making payment as per POC. Outstanding dues are being cleared/ proposed to be cleared in installments.

Outstanding (as on 31.01.2014) equivalent to ~ 11 days' billing

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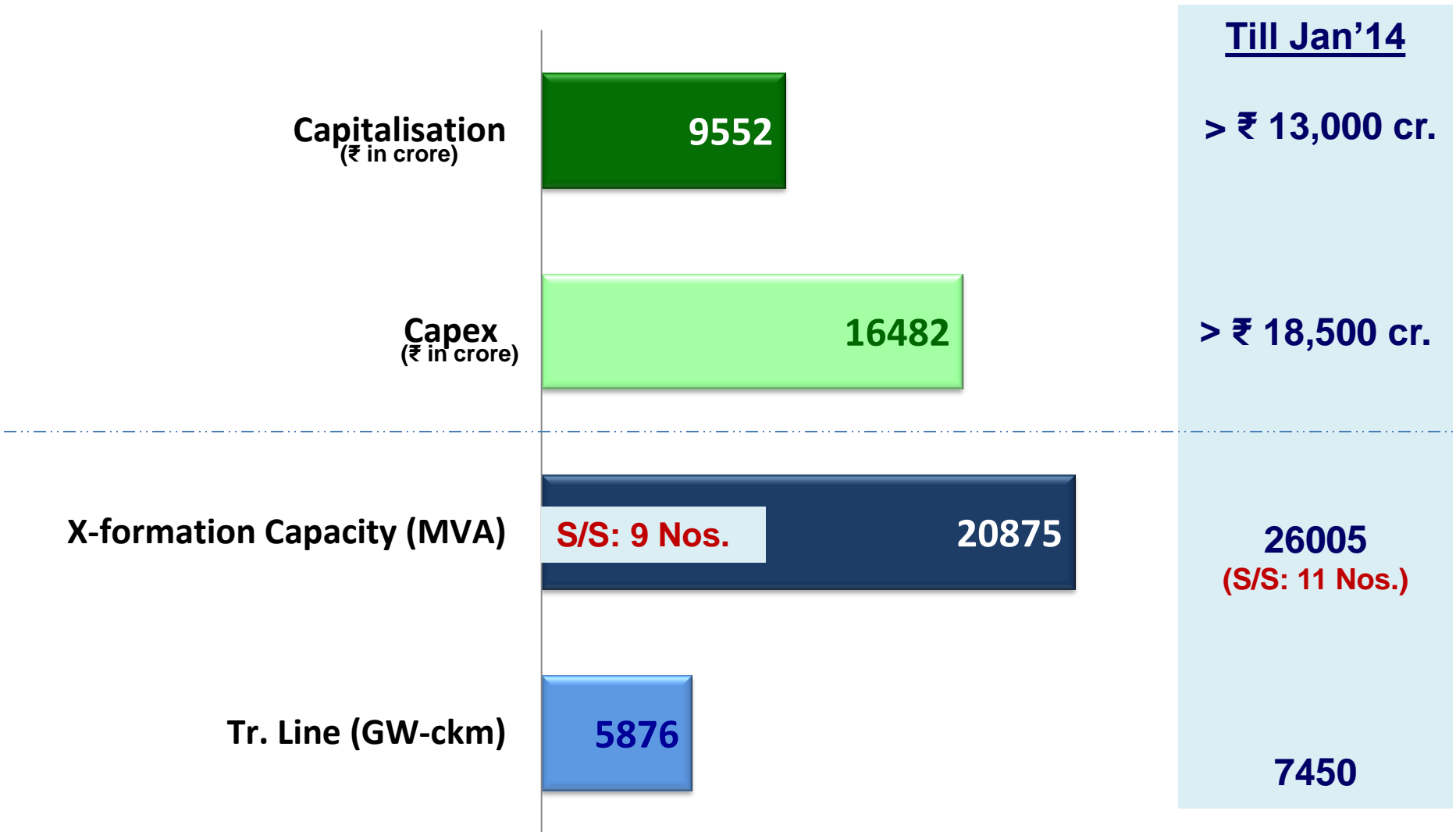
Operations

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Project Execution: FY 13-14 (Apr-Dec)



Projects in FY 14

Transmission Lines

~ 7,400 GW-ckm

Sub-Stations

11 Nos.
~ 26,000 MVA

Inter-Regional Capacity

4,200 MW



Major Lines

- Agra – Jhatikara, Agra - Meerut
- Parbati Pooling-Amritsar
- Sasan - Satna II
- Behrampur-Bheramara (Bangladesh I/C)
- Fatehpur - Agra II
- TPCIL – Nellore
- Raigarh (Kotra) PS – Raigarh
- Agra - Sikar
- Raigarh (Kotra) – Raigarh (Tamnar)
- Jabalpur PS - Bina
- Raigarh (Kotra) – Raipur (Durg)
- Meerut - Bhiwani
- Satna – Gwalior,
- Bina - Gwalior
- Silchar – Purba Kanchan Bari
- Balipara - Bong'gaon
- Raigarh - Champa PS - Raipur
- Pirana-Vadodara, Vadodra-Asoj
- Indore-Vadodara
- Raichur-Kurnool
- Ranchi-WR Pooling (Bilaspur)
- Nellore-Thiruvalem



Major Sub-stations

- Raigarh (Kotra)
- Indore
- Parbati PS
- Behrampur (for Bangladesh interconnection)
- New Wanpoh (J&K)
- Raigarh (Tamnar)
- Hamirpur (GIS)
- Jabalpur PS
- Raichur
- Ranchi
- Aurangabad
- Nellore
- Dharamjaygarh
- Kala (DNH)
- Shahjahanpur
- Lakhi Sarai
- Thiruvalem



Inter-Regional

- Sasaram - Fatehpur II
- Raichur - Sholapur

Indo-Bangladesh
Inter-connection

Commissioned

Transnational link

Green Font indicates lines/ sub-stations completed till Jan'14

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Asset Management

Assets

- 857 lines; 105,086 ckm
- 178 S/S (incl. 49 remotely operated); 190,768 MVA
 - 548 X-former & Converter Xfr
 - 767 Reactors

Points of Presence

- Network of lines criss-crossing the country
- Presence at every 70-80km (avg.)

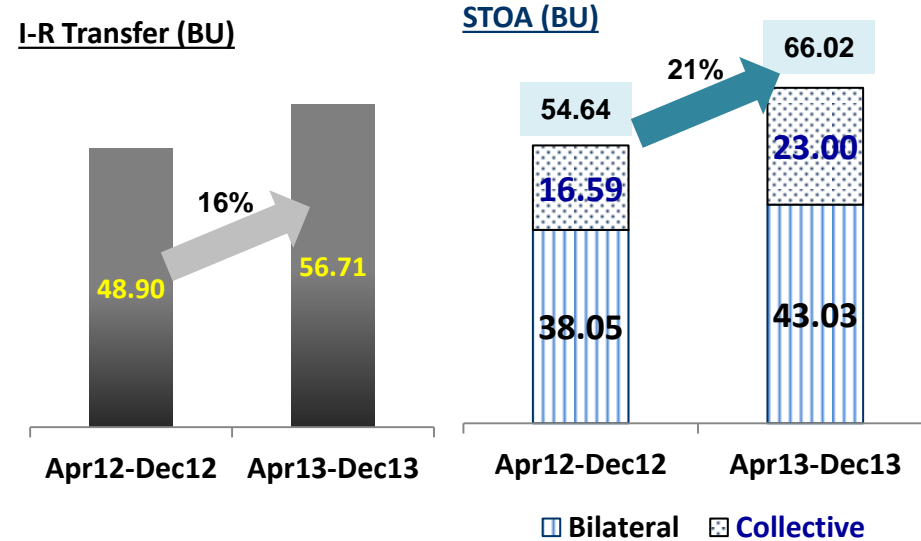
Performance (Apr13-Jan14)

- Availability: 99.91%
- Reliability: 0.50 trippings/ line

Efficiency Improvement

- NTAMC
- Aerial patrolling using helicopters
- Mobile (ERS) Sub-station

Grid Management¹ (POSOCO)



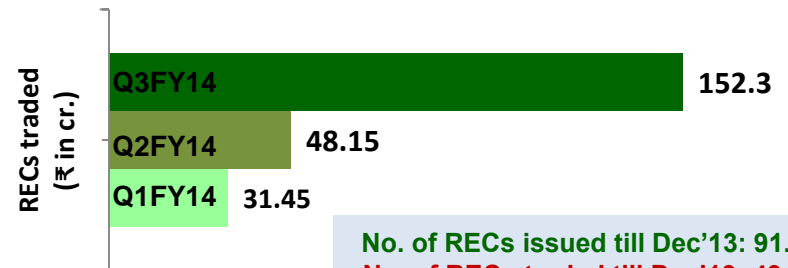
REC Trading: Again picking up

Registration

851 projects; 3963MW

RECs traded (Value)

• ₹ 974.70 crore



No. of RECs issued till Dec'13: 91.71 lakh
No. of RECs traded till Dec'13: 49.31 lakh

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Consultancy- Highlights: Q3FY14

Domestic

Orders

15 New Orders
(13 Govt., 2 Pvt.)

(incl. Smart Grid Consultancy assignments from 7 States)

Under Execution

124 assignments- Project Cost:
(Balance) ₹ 15,000 cr.

- ✓ Project Implementation Plans for NER Comprehensive Scheme under preparation
- ✓ Comprehensive Scheme for Sikkim and Arunachal Pradesh

Jan'14 Update: POWERGRID to implement trans. project for Leh-Kargil (J&K) connectivity (~ ₹ 1800 cr.)

International

Orders

1 New Order- (SAARC)

Footprints in 14 countries

Afghanistan-Bangladesh-
Nepal-Bhutan-Nigeria-Kenya-
Ethiopia-Myanmar-Pakistan-
Congo-Tajikistan-Sri Lanka-
Kyrgyz Republic-UAE

Under Execution

18 assignments

Mgmt. Contract (Ethiopia)

✓ Operation Phase commenced

Under Consideration

6 proposals submitted

**3 EOIs submitted in
2 New countries
(Armenia & Georgia)**

Telecom Highlights – Q3FY14

Clients

- 7 New Clients
- 2 Govt
- 5 Pvt (incl. Enterprise Customers)

Financials

- Q3FY14 Income
- ₹ 65 crore
- 12% increase over Q3FY13

Network Parameters

- Backbone availability: 100%

MPLS

- Comml. Operation likely to commence
- NOCs established
- Empanelment of partners in progress

GoI Projects

NKN

Project completed and under operation

NOFN

- ✓ Allotment received for NOFN works in 4 states (AP, HP, Jharkhand & Odisha)
- ✓ Estimate cost : ₹ 3000 crore

- ✓ Survey completed in all 4 states
- ✓ Tendering under process for trenching, laying, ducting and fiber installation
- ✓ Award placed for procurement of ~ 12,000 km duct

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Smart Grid/ Smart City - Updates

Smart Grid

Projects under implementation/development

Unified Real Time Dynamic State Measurement Scheme

Taken up for implementation

Analytics Development using PMU Data

In Progress

Renewable Energy Integration

Green Energy Corridors

Process initiated for Technical and Financial Assistance

Desert Power India -2050

Concept Plan evolved

Smart City

Consultancy for Smart Grid Projects
Assignments secured in 7 cities covering 7 states

Participation in JV
Development of Dholera Smart City in Dholera (Guj.) under DMIC

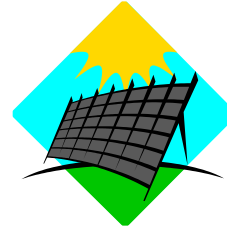
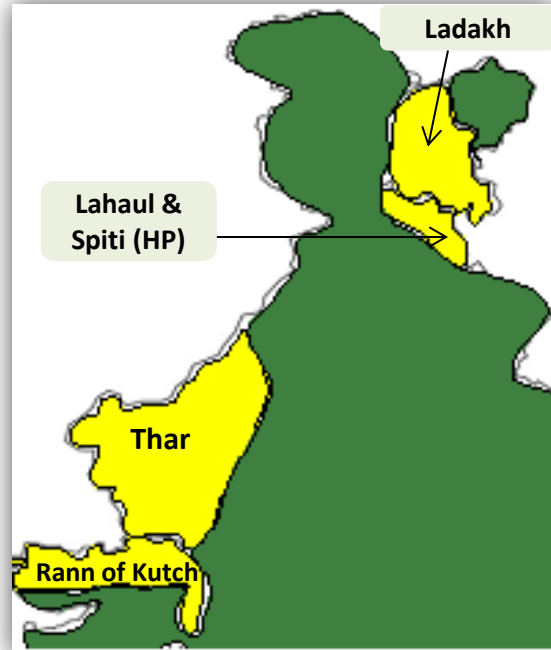
Rooftop Solar PV Projects
Project Reports submitted for Puducherry and Delhi

Desert Power India – 2050

Concept Plan

- ✓ Assess Renewable Generation potential
- ✓ Evolve Infrastructure requirement

Upto Year 2050 time horizon with phased development



Installable Capacity
300GW
(utilizing ~ 7.5% of wasteland)

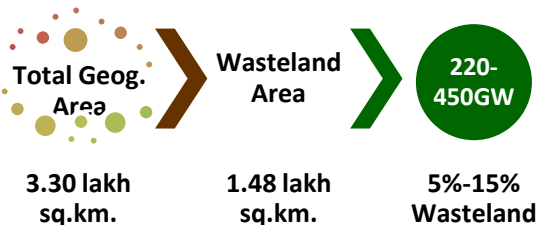
Trans. Capacity planned
~200GW



Balancing/ Flexible Capacity Infrastructure

Transmission Plan

- Hybrid EHVAC/ HVDC TS
- Interconnection of Desert Trans. Corridors with
 - Load centers and Green Energy Corridors
 - High Capacity Trans. Corridors
- 26 Nos. HVDC Bipoles
- 25 Nos. 1200kV S/C lines
- Downstream investment in intra-state trans.



Major Challenges

- ✓ Adverse Terrain
- ✓ Infrastructure Constraints
- ✓ Manpower
- ✓ Trans. Infra Development

Thrust Areas

- ✓ Change from R&D to RD&D
- ✓ Indigenous Manufacturing

Recent Events

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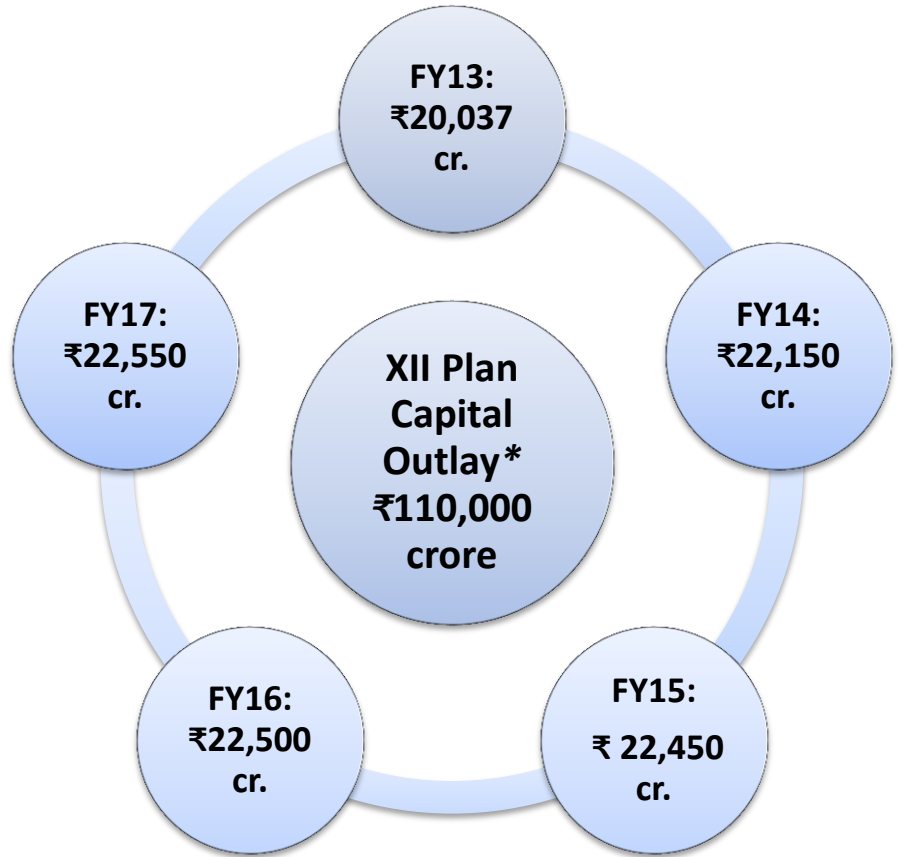
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Investment Programme – XII Plan

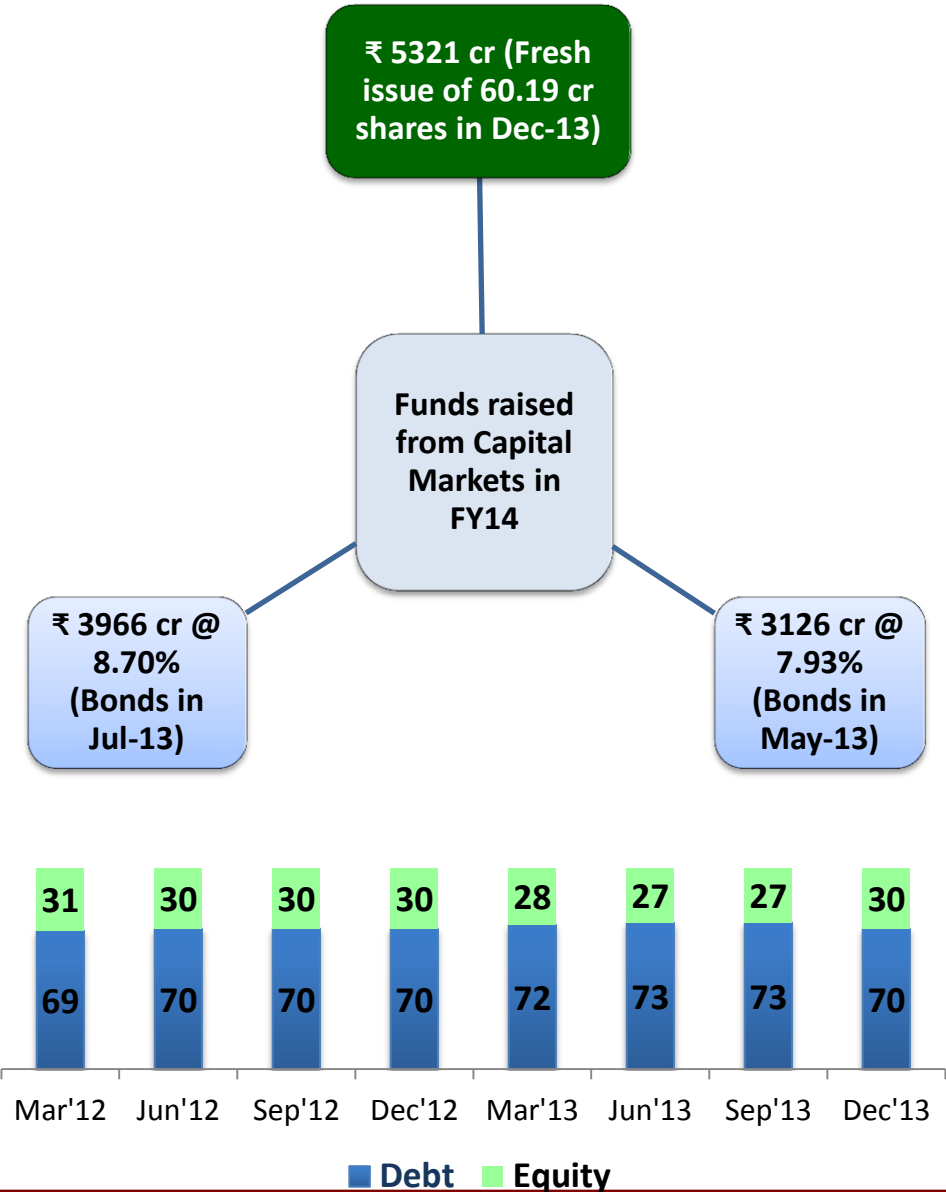


Investment Approved for Project Cost
₹ 96,700 crore

Contracts Awarded for Project Cost
₹ 88,100 crore

*Projects

Ongoing Projects; Tariff Based Bidding Projects; Projects assigned by GoI; Green Energy Corridors; Intra-State Projects; Transnational Interconnections



Utilization of FPO funds

FPO funds

Funds raised:
₹ 5321 crore

No. of Projects identified for
fund utilization:
27

Funds utilized till Jan'14:
~ ₹ 1500 crore

Some elements of 5 identified
projects commissioned during
Dec'13 & Jan'14

- ✓ TS associated with Rihand-III & V'chal-IV
- ✓ TS for Phase-I Generation Projects in Odisha (Part-C)
- ✓ TS associated with Krishnapatnam (Part-B)
- ✓ Establishment of Pooling Stations at Raigarh (Kotra) and Raipur for IPP generation projects in Chhatisgarh
- ✓ TS for Phase-I generation projects in Odisha (Part-B)

Future Outlook: Transmission

Transmission	Additions during 13th Plan <small>(Source: 12th Plan Working Group on Power)</small>	Fund Requirement: ~ ₹ 200,000 crore	Trans line (> 220kV): 130,000 ckm X-formation Capacity: 300,000 MVA
Renewable Energy Integration	Green Energy Corridor <small>(Investment envisaged: ~ ₹ 25,000 cr)</small>	Inter-State: ~ ₹13,000 cr. <small>(POWERGRID to implement)</small>	Intra-State: ~ ₹ 12,000 cr.
	Desert Power	Estimated Investment* in Txn till 2050: ~ ₹4.5 lakh cr.	By 2022: ~ ₹ 0.20 lakh cr. 2022-32: ~ ₹ 1.85 lakh cr. 2032-2050: ~ ₹ 2.45 lakh cr.
Projects in NER and J&K	NER Comprehensive Scheme - (~ ₹12,800 cr. in aggregate)	<i>i) Six States of NER- POWERGRID to implement (~ ₹ 8100 cr.)</i> <i>ii) Arunachal & Sikkim- POWERGRID to implement (~ ₹4700cr.)</i>	Trans. Project for Leh-Kargil (J&K) connectivity – POWERGRID to implement (~ ₹ 1800 cr.)
Smart Grid/ Smart City Opportunities	Smart Grid projects- (POWERGRID to implement ~ ₹ 1,500 crore)	Smart Grid works in Distribution: ~ ₹9,500 cr.	
Other projects	Distribution Reform works	RGVY in XII & XIII Plan ~ ₹ 25,000 cr new projects	R-APDRP: ~ ₹ 22,000 cr. Gol grant allocated for XII & XIII Plans
	Distribution Business	Energy Efficiency	Power Quality Improvement Projects

* Source: POWERGRID Report on Desert Power 2050- for Integrated Plan for Desert Power Development

Thank You